

TERRITORY SALES MANAGER - California, Nevada, Arizona

ABOUT US

An industry innovator, Realstone Systems LLC is a wall cladding and tile manufacturer and distribution company that is transforming the way natural stone is used in residential and commercial projects. Our products are capturing the imaginations of thousands of homeowners, property owners, designers, architects, contractors, and others resulting in unforgettable and stunning spaces. Realstone Systems LLC is a privately held company with locations in North America, Mexico, Europe, and Asia. Realstone Systems products are offered by resellers located throughout North America. Visit us at www.realstone.com

JOB SUMMARY

Company – Realstone Systems, LLC

Territory – California, Nevada, Arizona

Industry – Tile & Decorative Wall Cladding

Job Type – Full Time

Years of experience – 1-2 sales or customer contact

Education Level – Undergraduate degree

Compensation – Competitive: Salary, incentive pay, bonuses, expenses, retirement plan.

Title – Territory Manager

Position Summary: Responsible for increasing product awareness and sales of Realstone products within the territory through Realstone Dealers. Daily contact and presentations to architectural and design firms, dealers, contractors, and developers.

ESSENTIAL JOB FUNCTIONS:

- Business development within territory
- Recruit and train new RSS dealers. Develop and support existing RSS dealers.
- Schedule and deliver product presentations with architectural and design firms
- Make sure that RSS dealers, contractors, and A&D firms have Realstone samples and necessary materials to specify and recommend Realstone Systems
- Build database of architects, designers for calls and presentations using Salesforce.com
- Become associated with AIA, ASID, and other influential trade organizations
- Attain sales objectives
- Work with marketing department to development A&D sales tools
- Working Inside Sales Representative assigned to territory
- Organize and host customer events

MINIMUM QUALIFICATIONS

- 2 or more years sales experience or equivalent role
- Interest in design of residential and commercial spaces
- Enjoy interaction with interior and exterior designers.
- Ability to identify opportunities and quickly implement solutions
- Excellent oral and written communication, presentation, organization and planning skills
- Attention to detail, responsible, and reliable
- Must be very flexible and able to work in a self-directed, rapidly changing environment
- Computer literate
- Bachelors or relevant degree in sales or client services

TO APPLY CONTACT:

Kevin Mahoney - Sales Vice President

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Phone: 248-614-8092

Resumes can also be submitted to employment@realstone.com

